

Message Text

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PAGE 01 BOMBAY 00924 131235Z
ACTION NEA-10

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P R 130902Z APR 78
FM AMCONSUL BOMBAY
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8174
AMEMBASSY NEW DELHI POUCH
AMCONSUL CALCUTTA POUCH
AMCONSUL MADRAS POUCH

UNCLAS BOMBAY 0924

E. O. 11652: N/A
TAGS: BEXP, BTIO, BTRA, IN
SUBJ: BUSINESS VISITOR: MR. GAUTAM NANAVATY, MANAGING
DIRECTOR, NUTAN MILLS LIMITED AHMEDABAD

1. MR. GAUTAM NANAVATY, MANAGING DIRECTOR, NUTAN MILLS LTD., ANIL ROAD, AHMEDABAD, GUJARAT, IS PLANNING TO VISIT US APRIL 20 THROUGH MAY 20 IN CONNECTION WITH COTTON TEXTILE EXPORTS AND TO PARTICIPATE IN THE AMERICAN TEXTILE MACHINERY EXHIBITION AT GREENVILLE, SOUTH CAROLINA. IN ADDITION, NANAVATY IS INTERESTED IN LOCATING AMERICAN FIRMS INTERESTED IN PROVIDING TECHNOLOGY TO MANUFACTURE GLASS CLOTH AND FIBERGLASS TAPES.

2. NUTAN MILLS IS PART OF THE KASTURBAHI LALBHAI GROUP OF AHMEDABAD, A LARGE INDIAN BUSINESS CONGLOMERATE. THE GROUP HAS, BESIDES TRADING AND DISTRIBUTION, MANUFACTURING INTERESTS IN COTTON TEXTILES, CHEMICALS, PHARMACEUTICALS AND DYES. IT HAS JOINT VENTURES WITH LARGE FOREIGN FIRMS SUCH AS AMERICAN CYANAMID (US), IMPERIAL SCHEMICAL INDUSTRIES (UK) AND CIBA (SWITZERLAND). THE GROUP HAS LARGE FINANCIAL RESOURCES AND IS HELD IN HIGH ESTEEM FOR ITS BUSINESS STANDING BY LOCAL TRADE AND FINANCIAL SOURCES.

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3. UNNATI CORPORATION, AN ASSOCIATE OF NUTAN MILLS, MANUFACTURES GLASS CLOTH IN AHMEDABAD AND SUPPLIES IT TO END USERS IN ELECTRICAL EQUIPMENT AND AVIATION INDUSTRIES. IT IS PLANNING TO DIVERSIFY ITS PRODUCT RANGE TO INCLUDE PRODUCTION OF DUST FILTRATION GLASS CLOTH AND OTHER SIMILAR ITEMS FOR VARIOUS INDUSTRIAL APPLICATIONS. ACCORDING TO NANAVATY, THERE IS A LARGE DEMAND FOR FILTRATION CLOTH FROM AIR-POLLUTING INDUSTRIES

EG. CARBON BLACK, CEMENT, CHEMICAL AND FOUNDRIES. NANAVATY IS, THEREFORE, SEEKING AN AMERICAN FIRM TO PROVIDE IT WITH TECHNICAL KNOW-HOW TO PRODUCE THIS ITEM AS WELL AS OTHER GLASS CLOTH PRODUCTS. IN THIS REGARD, NANAVATY HELD INITIAL NEGOTIATIONS WITH MENARDI-SOUTHERN DIVISION OF UNITED STATES FILTER CORPORATION, TORRENCE, CALIFORNIA (TEL.213-321-8910) IN MID-1974. NANAVATY EXPRESSED A DESIRE TO RENEW THE PROPOSAL AND HAS REQUESTED COMMERCE ASSISTANCE IN ESTABLISHING CONTACT WITH THE APPROPRIATE OFFICER IN THE FIRM. IN 1974 HE MET WITH ONE MR. COX AND HAD RECEIVED A LETTER FROM MR. HARLAND H.REID, PRESIDENT OF THE FIRM. OTHER PROSPECTIVE SUPPLIERS OF TECHNOLOGY WHOM NANAVATY WOULD LIKE TO CONTACT ARE GLOBE ALBANY OF TEMPE, ARIZONA (TEL:602-968-4451) AND NATIONAL FILTER MEDIA INC., MOORESTOWN, N.J. (TEL:609-235-2641). NANAVATY AGREED TO MEET WITH OTHER MANUFACTURERS OF FILTER CLOTH RECOMMENDED BY COMMERCE.

4. UNNATI CORPORATION'S OTHER PROPOSED PROJECT IS TO MANUFACTURE FIBERGLASS TAPES, COMMONLY CALLED "RESI-GLASS" TAPES. IN THIS REGARD, MR. NANAVATY PREVIOUSLY CONTACTED C.P.S. INDUSTRIES INC. OF FRANKLIN, TENNESSEE. THE NEGOTIATIONS WERE DISCONTINUED AFTER C.P.S. WAS TAKEN OVER BY ARCATA NATIONAL CORP., MENLO PARK, CALIFORNIA (TEL:415-854-5222). NANAVATY EXPRESSED AN INTEREST IN REACTIVATING THE PROPOSAL WITH ARCATA OFFICIALS OR CONTACTING OTHER FIBERGLASS TAPE PRODUCERS RECOMMENDED BY COMMERCE. ACCORDING TO NANAVATY, RAW MATERIALS UNCLASSIFIED

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NEEDED TO MANUFACTURE FIBERGLASS TAPES ARE LOCALLY AVAILABLE.

5. MR. NANAVATY'S TRAVEL PLAN IS IN US IS FLEXIBLE, EXCEPT BETWEEN APRIL 30 AND MAY 4 WHEN HE WILL BE VISITING AMERICAN TEXTILE MACHINERY EXHIBITION AT GREENVILLE, S.C. HIS CONTACT ADDRESS IN US IS CARE OF DR. BHARAT BARAI, 6424 NORTH RIDGE BLVD., APARTMENT 2 L, CHICAGO, ILL. 60626 (TELEPHONE NUMBER: 312-338-1637).

6. ACTION REQUESTED: WE REQUEST THAT COMMERCE DISSEMINATE NANAVATY'S PROPOSALS AMONG APPROPRIATE AMERICAN MANUFACTURERS OF GLASS FILTRATION CLOTH AND FIBERGLASS TAPE, INCLUDING THOSE MENTIONED IN THIS MESSAGE. INTERESTED PARTIES SHOULD CONTACT NANAVATY AT THE ADDRESS GIVEN ABOVE. THEY CAN ALSO CONTACT HIM BETWEEN APRIL 30 AND MAY 4 THROUGH THE COMMERCE PROJECT OFFICER AT THE GREENVILLE TEXTILE SHOW. COURTNEY

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